

### An Ideal Site for A Suburban Residence.

A spacious lawn, refreshing breezes, pure water, and parklike surroundings. Just far enough from the city to be free from its noisy and crowded conditions. Just near enough to be convenient to its business interests and its pleasures.

### Alta Park

contains sparkling springs, beautiful groves, charming elevations, natural terraces, spacious lots and villa sites, commanding a bewitching view for many miles.

The restrictions placed upon the property will forever preserve these conditions, and extensive development work, already begun, make this subdivision a model place for a suburban home.

### Lots Are Now Selling from 2 to 9 Cents Per Foot.

Prices of lots will advance. Now is the time to buy, while prices are at their lowest, and the choicest lots are still available.

Terms, 10% down and 3% of balance monthly. 5% discount for cash. No interest or taxes until 1910.

Free automobile service daily from our town office at 10 a. m. and 2 p. m. Street car transportation furnished on application. A carriage on the grounds to convey you over the property.

**Alta Park Realty Company,**  
1413 G St. N. W.  
Phone Main 1642.

### KANNS IN NEW STORE

This Is Busy Week Down at the "Busy Corner."

PLACE IS VASTLY IMPROVED

Company Having Acquired Additional Frontage on Market Space, Throws Smaller Structures Into One and Creates a New Place of Business—Departments Described.

This will be a busy week at S. Kann, Sons & Co.'s busy corner. The occasion is the great sale at their new store after remodeling, rebuilding, and refurbishing from basement to the top floor. It is the same location, under the same management, with the same old policy of liberality, the same guarantee of satisfaction, at the same busy corner, but with enlarged space, improved service, larger and more carefully selected stocks, to be sold over new counters and from new bargain tables, epic, span, and bright from the builder's hands.

S. Kann, Sons & Co. began business in Washington in November, 1888, in a small store at 711 Market Space. The values offered and the innovations in doing business made an instant impression upon the people of the Capital. Ten months later they were able to move into better quarters at 719 Market Space and 309 Eighth street.

The volume of business done in these quarters, the bargains offered, and the crowds attracted there caused the public to look upon the store as the "busy corner," which it was named, and which name it has borne until this day.

**Had Good Business Motto.**  
Almost from the opening of the business in Washington the company adopted the motto: "Always the best of everything for the least money." This motto meant something to the proprietors of the business, and in due time this meaning was learned by the people of Washington, and the business of this store has grown enormously by the simple carrying out of the principle involved in the store motto.

Advertising in a large way was one of the innovations brought to Washington by S. Kann, Sons & Co. How it is done and to what extent the readers of The Washington Herald are well aware; or, if not, they can learn by reference to what the firm has to say elsewhere in this issue. The advertising of this store has been done on the principle that a small part of the people of this great city will ever know what S. Kann, Sons & Co. have for sale unless they are told about it in their morning newspaper, where they naturally look for such announcements before going down to the city to do their shopping.

**How the Business Has Grown.**  
The following brief statement shows graphically the growth of this great business by the continual acquisition of more space for the display of goods:

November 1, 1888—Occupied 711 Market Space.  
September, 1894—Acquired 719 Market Space and 309 Eighth street.  
January, 1895—Added 311 Eighth street.  
March, 1897—Acquired 717 Market Space and 313 Eighth street.  
March, 1899—Acquired 713 Market Space.  
April, 1899—Acquired 313 and 317 Eighth street.  
April, 1901—Acquired 706 and 708 D street, making the store extend from Market Space to D street.  
May, 1901—Acquired 719 and 721 D street, 714 and 716 D street, and 319 and 321 Eighth street.  
June, 1901—Acquired 705, 707, 709, and 711 Market Space.  
May, 1901—Erected warehouse on D street, a five-story building.  
November, 1907—Acquired 715 Market Space.

It was not until November of last year that the company, through the lease of the building at 705 to 711 Market Space, was able to bring their storerooms into anything like unity and completeness. The first step after getting possession of the store around which the old business had grown was to cut archways through and use the floor space while the rebuilding was going on.

In the months intervening since the end of the holiday trade the great store made up of so many pieces of property has been thrown together into a harmonious whole, partition walls have been knocked out, the roofs and upper structures have been supported on slender posts and trusses hidden in the ceilings, and the store now on four floors presents the appearance and has the attending comforts and convenience of a single building occupying the greater part of one of the biggest squares in Washington.

**Attention to Minute Details.**  
In the rebuilding special attention has been given to such accessories as the dispatch of the delivery service, the comfort of patrons, facilities for filling orders by mail or by telephone, and the company has also expended a liberal sum of money for the proper ventilation of the store and facilities for the comfort of those who must spend many hours daily in the store at work.

A notable improvement is the wide main aisle, across the front of the store, just inside the main entrances. The shape of the departments has been changed so that they front on one aisle instead of four. The new arrangement will make the location of departments much easier than heretofore. Many departments have been moved, and the plan in the rearrangement of the store has been to bring adjacent as nearly as possible kindred or closely related lines of merchandise. For instance, linens, paper patterns, and dress goods are now adjacent to each other, with trimmings just across the aisle, and just beyond trimmings will be found lace and embroideries.

**Store Employs 1,000 Persons.**  
The store has constantly employed nearly 1,000 persons, and in the busy seasons runs considerably higher. About thirty

delivery wagons, which make three and four trips a day, are maintained by the store, in addition to having a number of contracts with express delivery companies for many special sections of the city. Through its modern delivery service every section of the city is reached three or four times a day, besides which deliveries are made daily twice and three times a week to every suburb that may be reached by wagon.

To describe all the departments of this great store would fill a volume. We must be content with telling of one or two and pointing out the improvements made in the rebuilding as illustration of what has been done all over the four floors of the store.

### Silk Department a Sample.

The silk department, a part of which is shown in the accompanying picture, has been moved across the aisle from its former position and now faces neckwear. Kann's silk department is famous the city over, and its discriminating buyer can be counted upon to find the most artistic designs and patterns that are in the market. In fact, there are many, many designs that are exclusive with this firm in this city, and for low pricing and variety of assortment this silk department has no rival south of New York.

Among the various lines the new rough pongees are prominent and are in many varieties, such as burmas, rajahs, tusorahs, mandarins, and kulahs, at prices from \$1 to \$1.25 a yard. There are also many grades that range in price from 33 cents to 60 cents a yard. Of foulards there are several hundred styles in many grades, and over a hundred styles in printed pongees.

Novelty silks are here in great profusion, including all the latest spring novelty foulards. It is the policy of the department to keep complete assortments of the wanted colors in all the silks most in demand, but in black silks their supremacy is unrivaled.

**Fourteen Other Departments.**  
There are fourteen other departments on the ground floor of the new store, several of them in new positions, and each arranged with as much regard to the facilities of trade and the comfort of the customer as the silk department.

The candy department, possibly the most popular in the whole store, is in the old position, but much enlarged, and the new arrangements for the display of tempting sweet things has greatly changed the appearance of things for the better.

Easter novelties are to the front at present in the shape of solid chocolate rabbits and eggs and chocolate cream eggs and rabbits. And at all seasons suitable novelties are to be found here and appropriate favors for parties.

### Soda Fountain Is New.

Near the candy department is the soda fountain, which might be called the masterpiece of the new improvements. A great carved mahogany background set with plate glass mirrors and with pillars and supports of onyx, the upper part handsome buffet compartments, and supported upon a sanitary refrigerator base with glass doors, which permit the fruits that are used for the different concoctions to be plainly seen. A forty-five-foot counter of white Italian marble, trimmed with a border of Alps green marble, is provided for the convenience of customers. The inner edge of this marble counter has been divided into three sections, or fountains, containing sixteen different sirups.

These fountains are built in such a way that three times as many customers as before can be accommodated at a time. The customer who is being served can see every move of the dispenser, and will realize that everything is in a perfectly sanitary condition.

Three electroliers ornament the marble counter, with opalescent glass shades.

### WHERE GOOD DRESSERS BUY SILKS.



INTERIOR OF S. KANN, SONS & CO.'S STORE.

with pansy design border. Surrounded by these appointments the customer may enjoy the finest kind of fruit sundaes and sodas, lime and orangeades, phosphates, grape juice, milk shakes, and many other kinds of the new fancies in soft drinks, cool, pure, and delicious.

The luncheon room has received much attention during the rebuilding period and is much improved. Upstairs upon all the floors the changes amount to a revolution of things, and everywhere are signs of the vast enlargement which has been going on throughout the establishment.

The entire store speaks to the observer of the new business life that has come to Washington, which makes such things as this improvement at Kann's possible. Vastly enlarged trade is one of the conditions which chiefly characterizes the city at this time.

One Car Fare—Only 30 Minutes' Ride from U. S. Treasury.

## BE A PROPERTY OWNER

SELECT A HOME SITE IN BEAUTIFUL

# Wisconsin Avenue Park

PRICES AS LOW AS \$325 PER LOT.

This property lies between Wisconsin and Connecticut Aves. Northwest and is right in line with the city's rapid growth. This valuable tract consists of 20 acres, or 125 lots.

The future of this property is guaranteed by the fact that it is surrounded by improved property, and such high class subdivisions as "Chevy Chase," "American University Heights," "American University Park," "Cleveland Park," "Cleveland Heights," "Cathedral Highlands," "Connecticut Avenue Terrace," "Friendship Heights," "Wesley Heights," "Oak View," &c.

This section is developing more rapidly than any other part of the District of Columbia. The following are only a few of the many improvements that have taken place in this immediate vicinity: "The American Methodist University," with its series of marble buildings; "The Naval Observatory," "The U. S. Bureau of Standards," valued at \$1,000,000; the "National Cathedral School for Girls," the "Washington Select School for Boys," the "Catholic Young Ladies' Seminary," and the "National Episcopal Cathedral," the cornerstone of which was laid last September, and which will cost when completed between \$5,000,000 and \$6,000,000. All these improvements, coupled with the fact that

## "Wisconsin Avenue Park"

Has a frontage on Wisconsin avenue of 1,000 feet right on the car line. EXCELLENT ELEVATION, CITY WATER, ELECTRIC LIGHTS, MACADAMIZED STREETS, SEWERAGE UNDER CONSTRUCTION, 5 minute CAR SERVICE, ONE FARE TO ANY PART OF THE CITY, CONVENIENT TO PUBLIC SCHOOLS, CHURCHES, STORES, &c., insure for it an immediate sale and constant increase in value. These are all important features to be considered by the suburban home-seeker, as well as the man who is buying suburban property as an investment. Washington is already one of the most beautiful cities in the world, and in a few years every foot of land within the bounds of the District of Columbia will be held at a premium.

Being the Capital of the greatest nation in the world, WASHINGTON is destined to be the GRANDEST CITY, therefore it is to the interest of every Washingtonian to be a property owner.

Only Fifty Lots Will Be Sold at These Prices and on These Terms,

**\$50 Cash—\$10 Monthly.**

No Interest on Deferred Payments. Free Certificate of Title.

**COME OUT TO-DAY AND SELECT YOUR LOT.**

The following representatives will be on the ground and will gladly show you over the property:

R. P. DAYTON, FRED A. AMBRECHT, W. M. REES EDELEN, J. WALTER HIGDON, W. M. C. RYAN,

Write, telephone Main 5199, or call at our office for plat and full particulars.

**H. F. MANDLER,**  
EXCLUSIVE AGENT.  
732 Tenth Street N. W. "Look for the Red Arrow."

### NEW APARTMENTS RENTED.

Suites in Euclid Street Taken Before Houses Are Completed.

Attention is being attracted to the two new apartments now nearing completion, which Harry Wardman is erecting on the south side of Euclid street, west of Fourteenth. These buildings contain six apart-

### NONRESIDENT BUYS SQUARE

Ewing Lot in East Washington Brings \$72,820.

Vacant Ground Left Fifteen Feet Above Grade by Opening Streets Under "Boss" Shepherd.

That square of ground in northeast Washington bounded by Sixth, Seventh, D, and E streets, which has towered lonely and weather beaten amid surrounding squares, long ago improved by comfortable and costly dwellings, has been sold, and the hope is indulged that it will be graded, subdivided, and become the site of homes similar to those which face it upon all four sides.

This square was left high and dry, about fifteen feet above grade, when "Boss" Shepherd carved the streets of East Washington through the lower part of Capitol Hill, back in the '70s. The storms of half a century have furrowed its sides, boys have played baseball upon its summit in summer, and hooks in winter, and for the younger generation the vacant space has been more or less of a common. The cost of grading the square has hindered building operations hitherto, though at one time the contractor of the viaduct, north of the New Union Station, offered to remove the dirt from the lot free of charge if the owner would give it for the filling in of the elevated tracks.

The property for many years was owned by the late Gen. Charles Ewing, and since his death has belonged to his estate. It has now been sold to Joseph Swift, of Wilmington, Del., who paid \$72,820 for the square, which is about 33 cents a square foot, the square being 550 by 400 feet, containing 220,000 square feet. In the sale of the property the Ewing estate was represented by Charles A. Shields and the purchaser by Davidson & Davidson.

The plans of the new owner have not been fully revealed to his agents in Washington, and it is not certainly known whether he will build upon it himself or grade and subdivide the square and sell the lots to others to improve. Mr. Swift stated that he was buying the property for an investment, and it is interesting to learn that this one vacant square of valuable property in East Washington is likely soon to be placed on the market and become available for building purposes.

### SELL UNDIVIDED LAND.

Craig & Evans Dispose of Small Tract at Greenwood, Va.

Craig & Evans report the sale, last week, of a one-third acre in Greenwood, Va., the new subdivision along a ridge east of Livingston Heights; also a small house at Clifton, in the one-fare limit.

Interest in property along the Great Falls and Old Dominion Railroad is steadily growing, and it looks as if this section would receive some of the attention which it deserves. It is a section which, in beauty and attractiveness, cannot be equaled anywhere around Washington.

### Court Ratifies a Sale.

A decree was signed yesterday by Justice Gould, ratifying the sale of 927 and 929 Pennsylvania avenue northwest, to Robert H. Baum and William B. Brown for \$61,412, or at the rate of \$20 a square foot. This property belongs to the Travers estate, and objection as to the terms of the sale was made by one of the heirs, but this was overruled by the court. The purchasers, it is understood, will erect a building to cost \$200,000, to be used for theatrical purposes, in place of the two small brick houses now occupying the site.

### Burr House on Thomas Circle Sold.

R. O. Holtzman reports the sale for Caroline Burr and others to Mary A. Siecard of the three-story brick dwelling 1227 N street, near Thomas Circle. The house contains ten rooms. The purchaser bought the property as an investment.

## WALL PAPER

Fine Wall Papers  
Draperies  
Electroliers  
Art Objects  
Mahogany  
Furniture  
Interior and Exterior  
Painting

Spring Decorations

Let us estimate on redecorating your home this spring.

See our line of Wall Papers. They are the most distinctive and attractive line of Imported and Domestic Wall Papers shown in the United States—not necessarily expensive, but, rather, the best values at the lowest prices.

We are showing many novelties in Summer Draperies and Willow Furniture, in plain and colored effects to harmonize with interior decorations. Our stock of furniture, just received, will please you, both in design and price. A cordial invitation is extended to you to visit our salesroom at your convenience.

**E. N. RICHARDS, Inc.**  
1332 G Street N. W.

**TREMENDOUS INCOME.**  
PRICE, \$3,500.

RENTING FOR \$53 A MONTH.

BRICK APARTMENTS.  
CENTRAL LOCATION.

SEE US AT ONCE.

**Stone & Fairfax,**  
1342 New York Avenue.

Have us estimate on an ornamental iron fence for your residence.

**ORNAMENTAL IRON WORKS**

315 13th Street N. W.  
A. F. JORSS, Proprietor.  
Telephone Main 1684.

Ralph W. Lee  
Real Estate and Insurance  
1406 G St. N. W.  
Consult us before placing your Insurance.

## Silver Spring Park

THE MOST BEAUTIFUL SUBURB OF WASHINGTON.

**Lots 2½c to 10c Square Foot**

If you want to live in the ideal neighborhood—with all environments high class, move out to Silver Spring Park. High altitude, insuring pure air and good health; surrounded by beautiful homes; fine spring water; excellent car service. Property advancing in value every day. Lots will double in price within a year. Frank L. Hewitt, postmaster at Silver Spring, will show property at any time.

A SMALL CASH DEPOSIT SECURES A LOT. Balance small payments monthly. Take Brightwood car.

**EASLEY & HILL**  
OWNERS

1301 G St. N. W.  
Phone M. 6631.

## PAINT GUARANTEE

We guarantee that LUCAS TINTED GLOSS PAINT will last longer and hold its color better than any other paint under equal circumstances, and we will pay all expenses for a test, anywhere, at any time.

Read our "challenge" on every can.

Established 1874.

R. M. BROWN, Agent,  
S. W. Cor. 7th and N. W. Phone



S. KANN, SONS & CO'S STORE, AT EIGHTH STREET AND MARKET SPACE.